

Tele-sales

Same Day Appointment Phone Script

Mike Curry - Life Insurance/FEX

Client's NAME? Hey _____ this is Mike Curry. You're probably busy, I'll have you off the phone here in just a second. I'm a manager here at the Benefits Center and I'm just calling you back about the inquiry you sent in online looking for the final expense or life insurance info and quotes. I need to run through it with you and it's about a 15-20min phone call, but I can't do it right this second, we're super busy this morning.

---NO PAUSE---

What time are you getting off work this afternoon? (If retired, schedule early afternoon if possible)

Perfect, are you Single or Married? If married, Will your spouse be home at that time as well?

Perfect, well I don't have X time, but I can squeeze you in at Y time? Any reason you wouldn't be able to answer the phone at Y time?

Perfect, well I got you down here at Y time, I'll be calling you back on this number, just make sure you're in a good spot where you have a pen and piece of paper handy.

Hope you have a good afternoon, I'll talk to you tonight at Y time!